

## Message Text

UNCLASSIFIED

PAGE 01 BONN 12359 061644Z  
ACTION EUR-12

INFO OCT-01 ISO-00 EB-08 /021 W  
-----033546 070630Z /20  
R 061635Z JUL 78  
FM AMEMBASSY BONN  
TO USDOC WASHDC  
INFO SECSTATE WASHDC 9968

UNCLAS BONN 12359

E.O. 11652: N/A  
TAGS: BEXP, GW  
SUBJECT: ADS REQUEST - STINTECH, INC., MINNEAPOLIS, MN

THE FOLLOWING FIRMS WERE CONTACTED INDIVIDUALLY BY THE  
FOREIGN SERVICE POSTS AND HAVE EXPRESSED THEIR INTEREST:

FIRMA KARL FALK  
NUERNBERGER STRASSE 46  
D-1000 BERLIN 30, GERMANY  
CONTACT: FRAU FALK  
PHONE: (030) 24-20-85  
COMMENT: FIRM IS A LEADING WEST BERLIN DISTRIBUTOR OF  
MEDICAL TECHNOLOGY IN LOCAL MARKET. FOR PRODUCT LINES  
OFFERED THERE IS POTENTIAL MARKET IN BERLIN. INTERESTED  
FIRM WAS ESTABLISHED IN 1968; EMPLOYS 7. WELL-ESTAB-  
LISHED COMPANY HAS ACHIEVED SUBSTANTIAL EXPANSION OF ITS  
MARKET SHARE IN RECENT YEARS. FIRM WOULD LIKE ADDITIONAL  
PRODUCT LITERATURE IN GERMAN, IF AVAILABLE. ELECTRICAL  
SPECIFICATIONS MUST BE 220 VOLTS AND 50 HERTZ.

VITATRON GMBH  
ROBERT-PERTHEL-STRASSE 2-4  
D-5000 KOELN 60  
CONTACT: MRS. H. EICH  
PHONE: 0221/171028  
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TELEX: 8883209  
COMMENT: GERMAN FIRM IS A SUBSIDIARY OF A LARGE DUTCH  
CONCERN. HAS EXCELLENT SALES ABILITY THROUGHOUT GERMANY  
AND EUROPE. FINANCIAL REFERENCE: KREISSPARKASSE KOELN.

SANAD GMBH  
E. NADERLINGER

AM OBSTGARTEN 14  
D-5159 KERPEN-SINDORF  
CONTACT: MR. NADERLINGER  
PHONE: 02273/51742  
COMMENT: FIRM HAS VERY GOOD SALES ABILITY THROUGHOUT FRG.  
FINANCIAL REFERENCE: KREISSPARKASSE KOELN, RODENKIRCHEN.

SACHS ELEKTRONIK KG  
GRUENSTRASSE L  
D-7801 MARCH-HUGSTETTEN  
CONTACT: MR. HEINZ DEHNERT  
PHONE: 07665-2011  
COMMENT: COMPANY IS A SMALL MANUFACTURER AND DISTRIBUTOR  
OF ELECTROMEDICAL INSTRUMENTS. EMPLOYS 12  
AND LISTS ANNUAL SALES AT DM 2.5 MILLION.

AMCONSUL FRANKFURT COMMENT:  
NO COMPANY WAS INTERESTED IN OUR CONSULAR DISTRICT. ONE  
OF THE LEADING FIRMS IN ELECTRIC AND ELECTRONIC MEDICAL  
EQUIPMENT REPORTED THE FOLLOWING: IT HAD ALREADY BEFORE  
THE REPRESENTATION OF AN ELECTRICAL NERVE STIMULATOR AND  
FOUND NO MARKET HERE CHIEFLY BECAUSE ALL HIGHER COST IN-  
VOLVING THERAPEUTIC EQUIPMENT HAS TO BE APPROVED BY AN  
INSURANCE COMPANY, WHICH TAKES OVER THE COST INVOLVED,  
AND THE INSURANCE COMPANY HAS TO BE CONVINCED THAT THE  
NERVE STIMULATOR REALLY TAKES THE PAINS AWAY, WHICH  
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CANNOT BE PROVED BUT HAS TO BE BELIEVED.

APPROVING OFFICER: GUSTAF COONTZ, COMMERCIAL COUNSELOR  
STOESSEL

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 jan 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 06 jul 1978  
**Decaption Date:** 01 jan 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 jan 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1978BONN12359  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
**Film Number:** D780278-1040  
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**Office:** ACTION EUR  
**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
**Previous Channel Indicators:** n/a  
**Previous Classification:** n/a  
**Previous Handling Restrictions:** n/a  
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**Review Date:** 29 mar 2005  
**Review Event:**  
**Review Exemptions:** n/a  
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**Review Release Date:** N/A  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**SAS ID:** 2109213  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** ADS REQUEST - STINTECH, INC., MINNEAPOLIS, MN THE FOLLOWING FIRMS WERE CONTACTED INDIVIDUALLY BY THE FOREIGN SERVICE POSTS AND HAVE EXPRESSED THEIR INT  
**TAGS:** BEXP, GE  
**To:** COM  
**Type:** TE  
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**Review Markings:**  
Sheryl P. Walter  
Declassified/Released  
US Department of State  
EO Systematic Review  
20 Mar 2014  
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